

Amendments to the Claims:

This listing of claims will replace all prior versions, and listings, of claims in the application:

Listing of Claims:

1 1. (Currently amended) A computer-implemented method for a salesperson
2 to track and identify sales opportunities within a sales territory over a network, the method
3 comprising:
4 receiving, at one or more computer systems hosting a network-based sales
5 territory planning and targeting tool, information regarding needs of customers of a salesperson
6 within a sales territory;
7 receiving, at the one or more computer systems hosting the network-based sales
8 territory planning and targeting tool, information regarding an install base of products and/or
9 services of the customers, the install base information including origination information
10 indicating those products and/or services that originate from an employer of the salesperson and
11 those products and/or services that originate from competitors of the salesperson's employer;
12 generating, with one or more processors associated with the one or more
13 computer systems hosting the network-based sales territory planning and targeting tool,
14 information based on the customers' needs and install base information tagging as sales
15 opportunities those products and/or services offered for sale by the salesperson that match the
16 customers' needs and those products and/or services of the customers' install base of products
17 and/or services offered by the salesperson that the customers are likely to consider purchasing;
18 generating, with the one or more processors associated with the one or more
19 computer systems hosting the network-based sales territory planning and targeting tool,
20 information based on the customers' needs and the install base information tagging areas where
21 the salesperson should gather additional install base information as unknown;
22 storing the customers' needs information, the customers' install base information,
23 the information tagging as sales opportunities those products and/or services offered for sale by

24 the salesperson that match the customers' needs and those products and/or services of the
25 customers' install base of products and/or services offered by the salesperson that the customers
26 are likely to consider purchasing, and the tagging information tagging areas where the
27 salesperson should gather additional install base information as unknown in a central database
28 associated with the one or more computer systems hosting the network-based sales territory
29 planning and targeting tool;

30 generating, with the one or more processors associated with the one or more
31 computer systems hosting the network-based sales territory planning and targeting tool,
32 information configured for displaying a first user interface on a computer coupled to a network,
33 the first user interface having visual elements that enable the salesperson to formulate [[a]]
34 searches of the central database according to selected ones of a plurality of parameters related to
35 customers in the salesperson's sales network and the products and/or services offered for sale by
36 the salesperson;

37 receiving, at the one or more computer systems hosting the network-based sales
38 territory planning and targeting tool, a search formulated via the first user interface specifying a
39 first parameter requesting the products and/or services offered for sale by the salesperson tagged
40 as sales opportunities and a second parameter requesting areas where the salesperson should
41 gather additional install base information tagged as unknown;

42 receiving, at the one or more computer systems hosting the network-based sales
43 territory planning and targeting tool, results of applying the search to the central database; and
44 generating in response to receiving the results of the search, with the one or more
45 processors associated with the one or more computer systems hosting the network-based sales
46 territory planning and targeting tool, information configured for displaying a second user
47 interface on a computer coupled to the network, the second user interface configured according
48 to the search with a tabular worksheet organized across the customers in the salesperson's sales
49 territory and the products and/or services offered for sale by the salesperson, entries in the
50 tabular worksheet including at least the tagged sales opportunities, the customers' install base of
51 products and/or services, the origination information, and the tagged unknown information ~~that~~
52 ~~identifies where the salesperson should gather additional install base information.~~

2. (Previously presented) The computer-implemented method of claim 1, further comprising generating, with the one or more processors associated with the one or more computer system, information that visually codes entries in the tabular worksheet of the second user interface according to whether the entries are tagged as sales opportunities, whether the entries originate from the sales representative's employer or a competitor, or whether the entries represent unknown information.

3. (Canceled)

4. (Previously presented) The computer-implemented method of claim 1, further comprising:
receiving, at the one or more computer systems hosting the network-based sales territory planning and targeting tool, information specifying a sales hierarchy of the salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and responsibilities; and
wherein information stored on the central database is selectively accessible via the visual elements of the first user interface according to a role of the salesperson defined in the sales hierarchy of the salesperson's employer.

5. (Previously presented) The computer-implemented method of claim 1, further comprising:
receiving, at the one or more computer systems hosting the network-based sales territory planning and targeting tool, information provided by the salesperson's manager defining the tabular worksheet for the salesperson; and
wherein generating the information configured for displaying the second user interface comprises generating the information configured for displaying the second user interface based on the information provided by the salesperson's manager defining the tabular worksheet for the salesperson.

1 6. (Original) The computer-implemented method of claim 5, wherein the
2 search is carried out for at least one parameter selected from customer, region, industry, product,
3 service, origination information and unknown information.

1 7. (Previously presented) The computer-implemented method of claim 1,
2 further comprising:
3 receiving, at the one or more computer systems hosting the network-based sales
4 territory planning and targeting tool, information provided by a manager of the salesperson
5 defining the tabular worksheet for the salesperson; and
6 customizing, with the one or more processors associated with the one or more
7 computer systems hosting the network-based sales territory planning and targeting tool, an
8 appearance and ordering of the entries within the tabular worksheet based on the information
9 provided by the manager of the salesperson.

1 8. (Currently amended) A[[n]] non-transitory information storage medium
2 storing a network-based software application configured to enable a salesperson to track and
3 identify sales opportunities within a sales territory over a network, the information storage
4 medium comprising:
5 code configured to store customer information in a central database, the customer
6 information including information regarding customers' needs and information regarding an
7 install base of products and/or services of the customers, the install base information including
8 origination information indicating those products and/or services that originate from an employer
9 of the salesperson and those products and/or services that originate from competitors of the
10 salesperson's employer;
11 code configured to tag as sales opportunities the customer information
12 corresponding to those products and/or services offered for sale by the sales representative that
13 match the customers' needs and those products and/or services of the customers' install base of
14 products and/or services offered by the sales representative that the customers are likely to
15 consider purchasing;

code configured to tag as unknown areas where the salesperson should gather additional install base information;

code configured to store in the central database the information tagging as sales opportunities those products and/or services offered for sale by the salesperson that match the customers' needs and those products and/or services of the customers' install base of products and/or services offered by the salesperson that the customers are likely to consider purchasing and the tagging information tagging areas where the salesperson should gather additional install base information as unknown;

code configured to generate a first user interface having visual elements that enable the salesperson to formulate [[a] searches of the central database according to selected ones of a plurality of parameters related to customers in the salesperson's sales network and the products and/or services for sale by the salesperson;

code configured to generate a second user interface in response to results of [[the]] a search formulated via the first user interface specifying a first parameter requesting the products and/or services offered for sale by the salesperson tagged as sales opportunities and a second parameter requesting areas where the salesperson should gather additional install base information tagged as unknown, the second user interface configured according to the search with a tabular worksheet organized across the customers in the salesperson's sales territory and the products and/or services offered for sale by the salesperson, entries in the tabular worksheet including at least the tagged sales opportunities, the customers' install base of products and/or services, the origination information, and the tagged unknown information that identifies where the salesperson should gather additional install base information.

9. (Previously presented) The information storage medium of claim 8, further comprising code for visually coding entries in the tabular worksheet according to whether the entries in the tabular worksheet of the second user interface are tagged as sales opportunities, whether the entries originate from the sales representative's employer or a competitor, or whether the entries represent unknown information.

1 10. (Previously presented) The information storage medium of claim 9,
2 wherein the code for visually coding entries is configured to provide the entries in the tabular
3 worksheet in a color-coded format.

1 11. (Previously presented) The information storage medium of claim 8,
2 further comprising:
3 code configured to receive information specifying a sales hierarchy of the
4 salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and
5 responsibilities; and
6 wherein the code configured to generate the first user interface is further
7 configured to render the customer information selectively accessible via the visual elements of
8 the first user interface according to a role of the salesperson defined in the sales hierarchy of the
9 salesperson's employer.

1 12. (Previously presented) The information storage medium of claim 8,
2 further comprising:
3 code configured to receive information provided by the salesperson's manager
4 defining the tabular worksheet for the salesperson; and
5 wherein the code configured to generate the second user interface comprises code
6 configured to generate the second user interface based on the information provided by the
7 salesperson's manager defining the tabular worksheet for the salesperson.

1 13. (Previously presented) The information storage medium of claim 12,
2 further including code configured to carry out the search for at least one parameter selected from
3 customer, region, industry, product, service, origination information and unknown information.

1 14. (Previously presented) The information storage medium of claim 8,
2 further comprising:
3 code configured to receive information provided by a manager of the salesperson
4 defining the tabular worksheet for the salesperson; and

5 code configured to customize an appearance and ordering of the entries within the
6 provided tabular worksheet based on the information provided by the manager of the
7 salesperson.